

Delaware Division of Professional Regulation**Printed : 10/14/2019 4:04 PM EST****Real Estate Appraisers****10/15/2019 09:30 AM**

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

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CANNON BUILDING
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STATE OF DELAWARE**COUNCIL ON REAL
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AMENDED AGENDA
(Amended items are noted with an
asterisk*)

I. Call to Order**II. Review and Approval of Minutes**

- A. Meeting Minutes – September 17, 2019

III. Unfinished Business

- A. Discussion on Unlicensed Inspectors

IV. New Business

- A. Approval of Continuing Education Activities

1. Appraisal Institute, "Residential Applications: Part 2 Using Microsoft Excel to Analyze & Support Appraisal Assignment Results", 7 hours CE (classroom)
2. Appraisal Institute, "Residential and Commercial Valuation of Solar", 14/15 hours CE (classroom)
3. Appraisal Institute, "Review Theory-Residential", 15/17 hours CE (classroom)
4. Appraisal Institute, "Valuation of Conservation Easements", 28/30 hours CE (classroom)
5. Appraisal Institute, "Review Theory-General", 30/33 hours CE (classroom)
6. Appraisal Institute, "Review Case Studies-Residential", 14/15 hours CE (classroom)
7. Appraisal Institute, "Review Case Studies-General", 30/32 hours CE (classroom)

8. Appraisal Institute, "Contract or Effective Rent: Finding the Real Rent", 4 hours CE (classroom)
9. Appraisal Institute, "The Appraiser as an Expert Witness: Preparation and Testimony", 14/15 hours CE (classroom)
10. Appraisal institute, "Supervisory Trainee/Appraiser Trainee Course", 4 hours CE (classroom)
11. Appraisal Institute, "Two Day Advanced Income Capitalization Part B", 14/15 hours CE (classroom)
12. Appraisal Institute, "Two Day Advanced Income Capitalization Part A", 14/15 hours CE (classroom)
13. Appraisal Institute, "Valuation by Comparison: Residential Analysis and Logic", 7 hours CE (classroom)
14. Appraisal Institute, "Uniform Appraisal Standards for Federal land Acquisitions", 14/15 hours CE (classroom)
15. Appraisal Institute, "Valuation Resources for Solar Photovoltaic Systems", 4 hours CE (classroom)
16. Appraisal Institute, "How Tenants Create or Destroy Value: Leasehold Valuation and its Impact on Value", 7 hours CE (classroom)
17. Appraisal Institute, "Rural Area Appraisals Freddie Mac Guidelines and Property Eligibility Requirements", 7 hours CE (classroom)
18. Appraisal Institute, "Evaluating Commercial Leases: The Tenant and Terms Both Matter", 7 hours CE (classroom)
19. Appraisal Institute, "Residential Applications: Part 2 Using Microsoft Excel to Analyze & Support Appraisal Assignment Results", 7 hours CE (classroom)
20. Appraisal Institute, "Practical Applications in Appraising Green Commercial Buildings", 14/15 hours CE/QE (classroom)
21. Appraisal Institute, "Litigation Appraising: Specialized Topics and Applications", 21.5/22.5 CE/QE (classroom)
22. Appraisal Institute, "Introduction to Green Buildings: Principles and Concepts", 7/8 hours CE (classroom)
23. Appraisal institute, "Ignorance Isn't Bliss: Understanding an Investigation by a State Regulatory Board or Agency", 4 hours CE (classroom)
24. Appraisal Institute, "FHA Appraising for Valuation Professionals: FHA Single Family Appraisal Requirements", 7 hours CE (classroom)
25. Appraisal Institute, "Condemnation Appraising: Principles and Applications", 21/22 hours CE (classroom)
26. Appraisal Institute, "Case Studies in Appraising Green Residential Buildings", 7/8 hours CE (classroom)
27. Appraisal Institute, "Business Practice and Ethics Course", 6 hours CE (classroom)
28. Appraisal Institute, "Artificial Intelligence, AVMs and Blockchain: Implications for Valuation", 4 hours CE (classroom)

29. Appraisal Institute, "Appraisal of Manufactured Homes Featuring Next Generation Manufactured Homes", 7.5/8.5 hours CE (classroom)
30. Appraisal Institute, "Advanced Spreadsheet Modeling for Valuation Applications", 14/15 hours CE (classroom)
31. Appraisal Institute, "Application and Interpretation of Simple of Linear Regression", 14/15 hours CE (classroom)
32. Appraisal Institute, "Advanced Land Valuation: Sound Solutions to Perplexing Problems", 7 hours CE (classroom)
33. Appraisal Institute, "2018-2019 7-Hours National USPAP Update", 7 hours CE (classroom)
34. Appraisal Institute, "Rural Valuation Basics", 7 hours CE (classroom)
35. Appraisal Institute, "Solving Land Valuation Puzzles", 7 hours CE (classroom)
36. Appraisal Institute, "Online 2018-2019 15-Hour Equivalent USPAP Course", 14/15 hours CE (online)
37. Appraisal Institute, "Advanced Concepts and Case Studies Synchronous", 38 hours QE/CE (classroom)
38. Appraisal Institute, "Advanced Market Analysis and Highest & Best Use- Synchronous", 32/35 hours QE/CE (online)
39. Appraisal Institute, "Advanced Income Capitalization Synchronous", 32/35 hours QE/CE (online)
40. Appraisal Institute, "Online General Appraiser Income Approach, Part 2", 27/30 hours QE/CE (online)
41. Appraisal Institute, "Online General Appraiser Income Approach, Part 1", 27/30 hours QE/CE (online)
42. Appraisal Institute, "Online General Appraiser Report Writing and Case Studies", 28/30 hours QE/CE (online)
43. Appraisal Institute, "Online General Appraiser Sales Comparison Approach", 27/30 hours QE/CE (online)
44. Appraisal Institute, "Online General Appraiser Site Valuation and Cost Approach", 28/30 hours QE/CE (online)
45. Appraisal Institute, "Quantitative Analysis Synchronous", 32/35 hours QE/CE (online)
46. Appraisal Institute, "Online Real Estate Finance, Statistics and Valuation Modeling", 14/15 hours QE/CE (online)
47. Appraisal Institute, "Online Residential Market Analysis and Highest & Best Use", 14/15 hours QE/CE (online)
48. Appraisal Institute, "Online Residential Report Writing and Case Studies", 14/15 hours QE/CE (online)
49. Appraisal Institute, "Online Residential Sale Comparison and Income Approaches", 30 hours QE/CE

(online)

50. Appraisal Institute, "Online Residential Site Valuation and Income Approaches", 14/15 hours QE/CE (classroom and online)
51. Appraisal Institute, "Online Basic Appraisal Principles", 28/30 hours QE/CE (online)
52. Appraisal Institute, "Advanced Residential Applications and Case Studies Part 1 Synchronous", 14/15 hours QE/CE (online)
53. Appraisal Institute, "Advanced Residential Report Writing, Part 2 Synchronous", 28/30 hours QE/CE (online)
54. Appraisal Institute, "Online General Appraiser Market Analysis and Highest & Best Use", 28/30 hours QE/CE (online)
55. Appraisal Institute, "Online 2018-2019 7-Hour Equivalent USPAP Update", 7 hours CE (online)
56. Appraisal Institute, "Online Think Outside the Farm", 4 hours CE (online)
57. Appraisal Institute, "Online Analyzing Operating Expenses", 7 hours CE (online)
58. Appraisal Institute, "Online Forecasting Revenue", 7 hours CE (online)
59. Appraisal Institute, "Online Rates and Ratios: Making Sense of GOMs, OARs and DCF", 7 hours CE (online)
60. Appraisal Institute, "Review Case Studies Residential Synchronous", 14/15 hours CE (online)
61. Appraisal Institute, "Online FHA Appraising: Principles and Procedures", 7 hours CE (online)
62. Appraisal Institute, "Online Business Practice and Ethics", 5 hours CE (online)
63. Appraisal Institute, "Online Supervisory Trainees/Appraiser Trainee Course", 4 hours CE (online)
64. Appraisal Institute, "Online Subdivision Valuation", 7 hours CE (online)
65. Appraisal Institute, "Online Residential and Commercial Valuation of Solar", 14/15 hours CE (online)
66. Appraisal Institute, "Online Appraising of Medical Office Buildings", 7 hours CE (online)
67. Appraisal Institute, "Review Theory-General Synchronous", 30/33 hours CE (online)
68. Appraisal Institute, "Review Case Studies General Synchronous", 30/32 hours CE (online)
69. Appraisal Institute, "Online Introduction to Green Buildings: Principles and Concepts", 7/8 hours CE (online)
70. Appraisal Institute, "Online Eminent Domain and Condemnation", 7 hours CE (online)
71. Appraisal Institute, "Online The Discounted Cash Flow Model: Concepts, Issues and Applications", 5 hours CE (online)
72. Appraisal Institute, "Online Data Verification Methods", 5 hours CE (online)
73. Appraisal Institute, "Online Understanding and Appraising Residential REOs", 4 hours CE (online)

74. Appraisal Institute, "Online Appraising Convenience Stores", 7 hours CE (online)
75. Appraisal Institute, "Online Valuation Resources for Photovoltaic Systems", 3 hours CE (online)
76. Appraisal Institute, "Online AI's Cool Tools: New Technology for Real Estate Appraisers", 7 hours CE (online)
77. Appraisal Institute, "Online Case Studies in Appraising Green Residential Buildings", 7/8 hours CE (online)
78. Appraisal Institute, "Online Fundamentals of the Uniform Appraisal Standards of Federal Land Acquisitions", 4 hours CE (online)
79. Appraisal Institute, "Online Small Hotel/Motel Valuation Limited Service Lodging", 7 hours CE (online)
80. Appraisal Institute, "Online Fundamentals of Apartment Appraising", 7 hours CE (online)
81. Appraisal Institute, "Online Using Your HP12C Financial Calculator", 7 hours CE (online)
82. Appraisal Institute, "Review Theory Residential Synchronous", 15/17 hours CE (online)
83. Appraisal Institute, "Complex Litigation Appraisal Case Studies Synchronous", 7 hours CE (online)
84. Appraisal Institute, "Contract or Effective Rent: Finding the Real Rent Synchronous", 4 hours CE (online)
85. Appraisal Institute, "Online Appraising Automobile Dealerships", 7 hours CE (online)
86. Appraisal Institute, "Online Comparative Analysis", 7 hours CE (online)
87. Appraisal Institute, "Online Case Studies in Appraising Green Commercial Buildings", 14/15 hours CE (online)
88. Appraisal Institute, "Online Reviewing Residential Appraisals and Using Fannie Mae Form 2000", 7 hours CE (online)
89. Appraisal Institute, "Using Spreadsheet Programs in Real Estate Appraisals", 7 hours CE (online)
90. Appraisal Institute, "Artificial Intelligence, AVMs and Blockchain: Implications for Valuation Synchronous", 4 hours CE (online)
91. Metro DC Chapter of the Appraisal Institute, "2019 IRS Valuation Summit", 7 hours CE (classroom)
92. ASFMRA, "ASFMRA 90TH Annual Convention", 5 hours CE (classroom)
93. Hondros College of Business, "Basic Residential Appraisal Principles", 30 hours QE (online)
94. Hondros College of Business, "Residential report Writing and Case Studies", 15 hours QE (online)
95. Hondros College of Business, "Statistics, Modeling and Finance", 15 hours QE (online)
96. Hondros College of Business, "Advanced Residential Applications and Case Studies", 15 hours QE (online)
97. Hondros College of Business, "Residential Sales Comparison and Income Approaches", 30 hours QE

(online)

98. Hondros College of Business, "Residential Site Valuation and Cost Approach", 15 hours QE (online)
99. Hondros College of Business, "Residential Market Analysis and Highest and Best Use", 15 hours QE (online)
100. Hondros College of Business, "Basic Residential Appraisal Procedures", 30 hours QE (online)
101. Hondros College of Business, "FHA and VA Today", 7 hours CE (online)
102. Hondros College of Business, "Covering all the Bases in Residential Reporting", 7 hours CE (online)
103. Hondros College of Business, "Green in Residences and Appraisals", 7 hours CE (online)
104. Hondros College of Business, "Property and Valuation Analysis for FHA", 7 hours CE (online)
105. Hondros College of Business, "Methodology and Applications of Sales Comparison", 7 hours CE (online)
106. Hondros College of Business, "Better to be Safe than Sorry", 7 hours CE (online)
107. Hondros College of Business, "Basic Construction Review", 7 hours CE (online)
108. Hondros College of Business, "Defensible Appraising", 7 hours CE (online)
109. Hondros College of Business, "Specialized Residential Appraisal Topics", 20 hours QE (online)
110. Appraisal Institute, "The Cost Approach: Unnecessary or Vital to a Healthy Practice?", 7 hours CE (classroom)
111. Central Piedmont Community College, "The Uniform Standards of Professional Appraisal Practice (USPAP)", 16 hours CE (classroom)
112. Dynasty School, "Residential Market Analysis and highest and Best Use", 15 hours QE (online)
113. Dynasty School, "Real Estate Appraisal – Principles & Procedures", 60 hours QE (online)
114. Dynasty School, "Statistics, Modeling and Finance", 15 hours QE (online)
115. Dynasty School, "Advanced Residential Applications and Case Studies", 15 hours QE (online)
116. Dynasty School, "General Appraiser Site Valuation & Cost Approach", 30 hours QE (online)
117. Dynasty School, "General Appraiser Market Analysis and Highest and Best Use", 15 hours QE (online)
118. Dynasty School, "General Appraiser Report Writing and Case Studies", 15 hours QE (online)
119. OREP Education Network, "How to Support and Prove Your Adjustments", 7 hours CE (online)
120. OREP Education Network, "FHA Appraisal Standards", 7 hours CE (online)
121. OREP Education Network, "Adjustments II: Solving Complex Problems", 7 hours CE (online)
122. OREP Education Network, "Identifying and Correcting Appraisal Failures", 7 hours CE (online)

123. OREP Education Network, "How to Raise Appraisal Quality and Minimize Risk", 7 hours CE (online)

124. Appraisal Institute, "2020-2021 7-Hour National USPAP Update Course", 7 hours CE (classroom)

125. McKissock, "National USPAP Update (2020-2021)", 7 hours CE (classroom)

126. Delaware Chapter of the Appraisal Institute, "Panel Discussion: Commercial Appraisal Review and Reports", 2 hours CE (classroom)

127. Appraisal Education Network School, "7 Hour USPAP Update Course", 7 hours CE (classroom)*

B. Review Certified Residential Real Property Appraiser Application – Upgrade

1. Vincent Harman

2. Lydia Buck*

C. Ratify Temporary Practice Permits

1. Steven White

2. Eric Hoening

3. Robert Edwards

4. Jonathan Richmond

5. Steven Johnson*

D. Review Temporary Practice Permit Applications

1. Joseph Torzewski

2. Bruce Nell

E. Review and Consider Revised Executed Consent Agreement - Roberta McGettigan, X2-0000377, Case #19-04-18

F. Ratify Appraisal Management Company Registration Applications*

1. AmeriMac Appraisal Management, LLC.

G. Review Certified General Real Property Appraiser Applications – Upgrade*

1. Bruce Tigani

V. Correspondence

VI. Other Business before the Council (For Discussion Only)

VII. Public Comment

VIII. Next Meeting Date - November 19, 2019 at 9:30 a.m. in Conference Room A.

IX. Adjournment


Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.